R.J. REYNOLDS

Tobacco Company

DAVID W. KEENEY
Key Account Manager

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Ext. 71572

June 11, 1996

To: Judy Campbell - Promotions Coordinator

Subject: **August Doral B2GF Tin w/ Matches**

Dear Judy:

Following please find the ship to locations, PO's, and dates for the above promotion:

Fay's Drug	**SIS #492773** **SKU's - 240** **Date - 8/5/96** **PO - Dick Beuscher**	#6169-0037
Kinney Drug	**SIS #338100** **SKU's - 84** **Date - 8/5/96** **PO - Ken McLear**	#6169-0042
P & C/Insalaco	**Ship 2 SKU's to each location on attached list (96 x 2 = 192)** **Date - Week of 8/5/96**	P&C #6169-0371 Insalaco #6169-0399

If you have any questions, please contact me.

Thank you.

Sincerely,

Dave

D.W. Keeney

DWK/jb

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Source: https://www.industrydocuments.ucsf.edu/docs/mfvn0000

TERR	RTE	ACCT	CC	NAME	ADDRESS	CITY	ST	WKLY CARTON VOLUMES TND	MIN	AVMIN	AVGJ	MF
162320	151	172387	C12	P & C FOOD MKT #103	CHITTENANGO PLAZA	CHITTENANGO	NY	360				
162320	221	172357	A12	P & C FOOD MKT #127	HARDEN BLVD	CAMDEN	NY	75	34	86	30	
162320	231	172386	C12	P & C FOOD MKT #70	ROUTE 5	SHERRILL	NY	100		92	36	
[illegible]												
162320	251	211110	C12	P & C FOOD MKT #66	TOWN & COUNTRY PLAZA	CAREMOVIA	NY	210	70	181	61	
162320	331	172346	C12	P & C FOOD MKT #56	TURIN ROAD	ROME	NY	225		87	25	
162320	361	664274	C12	P & C FOOD MKT #68	ROUTE 5 & OXBOW RD	CANANDAIGUA	NY	104	40	126	43	
ACCTS. IN TERRITORY 162320 - 9												
162325	153	171687	C24	P & C FOOD MKT #117	WEST SENECA TURNPIKE	MANLIUS	NY	500		163	64	
162325	411	171668	A12	P & C FOOD MKT #20	1199 BURNET AVE	SYRACUSE	NY	119	33	110	32	
162325	411	662961	C12	P & C FOOD MKT #140	3803 BREWERTON RD	NORTH SYRACUSE	NY	500		233	73	
ACCTS. IN TERRITORY 162325 - 3												
162330	121	662962	C12	P & C FOOD MKT #93	P & C SHOPPING CENTER	OSWEGO	NY	225		105	41	
162330	142	653522	C24	P & C FOOD MKT #40	2070 STATE ROUTE 481	FULTON	NY	300		158	65	
162330	321	172442	C12	P & C FOOD MKT #102	FORT & JEFFERSON ST6	PULASKI	NY	200	76	203	78	
162330	451	517258	C12	P & C FOOD MKT #25	5870 E CIRCLE DR	CLAY	NY	300		220	69	
ACCTS. IN TERRITORY 162330 - 4												
162331	121	172602	C12	P & C FOOD MKT #125	POTSDAM PLAZA	POTSDAM	NY	107	38	158	60	
162331	132	468064	C24	P & C FOOD MKT #90	JUNCTION RT 11 & 310	CANTON	NY	300		148	56	
162331	142	172628	C24	P & C FOOD MKT #60	371 E MAIN ST	GOUVERNEUR	NY	400		121	61	
162331	152	172560	C24	P & C FOOD MKT #50	SEAWAY PLAZA	OGDENSBURG	NY	505		174	66	
162331	211	171482	C12	P & C FOOD MKT #152	1222 ARSENAL ST	WATERTOWN	NY	156	47	200	70	
162331	221	662054	A12	P & C FOOD MKT #54	SEAWAY PLAZA	WATERTOWN	NY	225				
162331	231	171505	A12	P & C FOOD MKT #105	HIGH & BROAD STS	CARTHAGE	NY	92	42	127	55	
162331	241	172354	A12	P & C FOOD MKT #100	LOWVILLE PLAZA	LOWVILLE	NY	124	60	94	47	
162331	321	669467	A12	P & C FOOD MKT #108	HARTE RAVEN SHOP PLAZA	MASSENA	NY	73	24	116	39	
[illegible]						CAMDEN	NY	75	34	86	30	
ACCTS. IN TERRITORY 162331 - 10												
162624	141	268503	C12	P & C FOOD MKT #126	CORNER RT 31/CDDG RD	MACEDON	NY	412	156	417	166	
162624	234	268523	A12	P & C FOOD MKT #112	RT 31	NEWARK	NY	168	66	139	55	
162624	822	268488	C24	P & C FOOD MKT #182	RT 5&20	CANANDAIGUA	NY	352	146	395	152	
ACCTS. IN TERRITORY 162624 - 3												
162627	155	764130	B12	P & C FOOD MKT #115	W MORRIS STREET	BATH	NY	129	50	71	31	
[illegible]												
162627	455	310314	A12	P & C FOOD MKT #122	602 PARK STREET	HORNELL	NY	89	45	107	50	
162627	811	667138	C24	P & C FOOD MKT #138	SOUTH FRANKLIN STREET	WATKINS GLEN	NY	300		85	27	
162627	821	669737	B24	P & C FOOD MKT #135	BATH PLAZA	BATH	NY	350				
162627	836	269788	C24	P & C FOOD MKT #171	321 LIBERTY ST	PENN YAN	NY	260	114	243	100	
ACCTS. IN TERRITORY 162627 - 6												
163830	221	177814	C24	P & C FOOD MKT #184	BIG M PLAZA	PLATTSBURGH	NY	105	29	87	19	
ACCTS. IN TERRITORY 163830 - 1												

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MASTER ACCOUNT LIST
BY TERRITORY ROUTE ACCT

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TERR	RTE	ACCT	CC	NAME	ADDRESS	CITY	ST	WEEKLY CARTON VOLUMES IND	RJR	AIMIN	AIMRJ	MP
162224	000	662862	C12	P & G FOOD MKT #130	3877 W GENESEE ST	SYRACUSE	NY	500		134	52	
162224	111	172518	C24	P & G FOOD MKT #77	CAMILLUS PLAZA	CAMILLUS	NY	500		190	69	
162224	243	172527	C12	P & G FOOD MKT #100	2120 W GENESEE ST	SYRACUSE	NY	500		206	75	
162224	452	632818	A12	P & G FOOD MKT #21	4141 S SALINA ST	SYRACUSE	NY	225				
ACCTS. IN TERRITORY 162224 - 4												
162225	113	381040	C12	P & G FOOD MKT #134	104 HOMER AVE	CORTLAND	NY	300		80	30	
162225	122	269445	C12	P & G FOOD MKT #76	MAIN STREET	TRUMANSBURG	NY	300		143	61	
162225	136	269426	C12	P & G FOOD MKT #89	RT 179	OWEGO	NY	100	30	139	58	
162225	226	269514	C12	P & G FOOD MKT #119	HANCOCK STREET	ITHACA	NY	225		122	39	
162225	234	349567	C12	P & G FOOD MKT #133	CAYUGA MALL	ITHACA	NY	225		130	41	
162225	313	171266	C12	P & G FOOD MKT #95	160 CLINTON ST	CORTLAND	NY	225		143	53	
162225	342	269523	C12	P & G FOOD MKT #107	JUDD FALLS RD	ITHACA	NY	300		168	67	
ACCTS. IN TERRITORY 162225 - 7												
162227	000	213541	C01	P & G FOOD MKT #121	8417 OSWEGO RD	BALDWINSVILLE	NY	500		270	107	
162227	112	383767	A12	P & G FOOD MKT #172	GENESEE & COLUMBUS	AUBURN	NY	500		217	71	
162227	131	763369	A12	P & G FOOD MKT #47	KINGDOM PLAZA	SENECA FALLS	NY	300		232	74	
[redacted]												
162227	226	172810	A12	P & G FOOD MKT #114	40 FENNELL ST	SKANEATELES	NY	300		206	78	
162227	252	172538	C12	P & G FOOD MKT #106	2 RIVER ST	BALDWINSVILLE	NY	525		356	145	
162227	321	172498	C12	P & G FOOD MKT #105	146 GRANT AVE	AUBURN	NY	225		178	62	
ACCTS. IN TERRITORY 162227 - 7												
162228	000	667137	C00	P & G FOOD MKT #84	SOUTHPORT SHOPPING CTR	SOUTHPORT	NY	170		116	34	
162228	112	766219	B24	P & G FOOD MKT #116	RIVERSIDE PLAZA	CORNING	NY	250	81	258	89	
162228	143	655924	C24	P & G FOOD MKT #1194	BRADFORD TOWN CENTER	TOWANDA	PA	174		213	67	
162228	231	515558	C24	P & G FOOD MKT #85	LAKE HILLS PLAZA	ROBERTSDALE	NY	500		140	49	
162228	256	269945	C24	P & G FOOD MKT #105	400 N ELMIRA ST	SAYRE	PA	174	50	137	41	
162228	346	671661	C12	P & G FOOD MKT #136	1 PARK ST	TOWANDA	PA	243		80	33	
162228	432	791774	A12	P & G FOOD MKT #84	CEDAR STREET	ELMIRA	NY	174	57	206	69	
162228	455	674710	C12	P & G FOOD MKT #140	448 N KEYSTONE AVE	SAYRE	PA	286		134	46	
ACCTS. IN TERRITORY 162228 - 8												
162325	351	177372	A12	P & G FOOD MKT #173	76 CHESTNUT ST	ONEONTA	NY	500		143	41	
ACCTS. IN TERRITORY 162325 - 1												
162326	222	763004	A12	P & G FOOD MKT #309	ARTERIAL PLAZA	GLOVERSVILLE	NY	105	35	98	30	
162326	232	171843	C24	P & G FOOD MKT #108	573 E MAIN ST	LITTLE FALLS	NY	150	50	170	58	
162326	311	66590	A12	P & G FOOD MKT #36	ROUTE 7	COBLESKILL	NY	225		190	57	
162326	331	177231	C12	P & G FOOD MKT #317	370 CONRIE AVENUE	JOHNSTOWN	NY	225		102	30	
ACCTS. IN TERRITORY 162326 - 4												
162327	131	608174	A12	P & G FOOD MKT #38	5 COMMONS DR	COOPERSTOWN	NY	146	52	131	43	
162327	161	171855	C12	P & G FOOD MKT #197	715 MIDDLEVIEW ROAD	HERKIMER	NY	104	30	82	33	
162327	421	61076	C12	P & G FOOD MKT #58	4535 COMMERCIAL DR	NEW HARTFORD	NY	225	30	88	35	
ACCTS. IN TERRITORY 162327 - 3												
162328	001	172378	C24	P & G FOOD MKT #57	ONEIDA PLAZA	ONEIDA	NY	100	30	110	46	
162328	121	763170	A12	P & G FOOD MKT #83	FREEDOM PLAZA	ROME	NY	70	17	75	20	

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TERR	RTE	ACCT	CC	NAME	ADDRESS	CITY	ST	WEEKLY CARTON VOLUMES IND	PJR	AIMIN	AIMRJ	MF
162220	000	666621	C24	INSALACO #310	MIDWAY SHOPPING CNTR	WYOMING	PA	250		271	71	
162220	122	777289	C24	INSALACO #358	424 STANTON ST	WILKES BARRE	PA	525		565	100	
162220	134	502073	C24	INSALACO #326	COUNTRY CLUB SHOPPING CNTR	DALLAS	PA	525		604	91	
162220	157	672677	A24	INSALACO #330	BACK MT SHOPPING CNTR	SHAVERTOWN	PA	375		239	35	
162220	222	666630	C24	INSALACO #340	400 S MAIN ST	WILKES BARRE	PA	530		513	90	
162220	245	777525	C24	INSALACO #361	NARROWS S C	EDWARDSVILLE	PA	395	42	521	103	
ACCTS. IN TERRITORY 162220 - 6												
162221	215	627063	C24	INSALACO #365	ROUTE 611	TANNERSVILLE	PA	713		903	104	
ACCTS. IN TERRITORY 162221 - 1												
162222	113	185638	C24	INSALACO #328	801 WYOMING AVE	WEST PITTSTON	PA	567		315	71	
162222	122	708572	A24	INSALACO #314	2000 N TOWNSHIP BLVD	PITTSTON	PA			13		
162222	154	667068	C24	INSALACO #350	1003 S WASHINGTON AVE	SCRANTON	PA	435		265	70	
162222	211	556081	C24	INSALACO #324	1600 NAY AUG AVE	SCRANTON	PA	500		496	124	
162222	253	185629	C24	INSALACO #317	431 LAWRENCE ST	OLD FORGE	PA	500		214	56	
162222	324	666618	C12	INSALACO #322	KENNEDY BOULEVARD	PITTSTON	PA	525		239	44	
ACCTS. IN TERRITORY 162222 - 6												
162223	113	666609	C24	INSALACO #352	BROOKLYN ST	CARBONDALE	PA	280	57	260	52	
162223	125	185624	C12	INSALACO #316	100 LACKAWANNA AVE	CLARKS SUMMIT	PA	395	99	412	106	
162223	132	367932	C24	INSALACO #315	1427 MAIN ST	PECKVILLE	PA	380		253	56	
162223	187	672761	C12	INSALACO #302	ROUTE 11	HALLSTEAD	PA	300		124	23	
162223	444	667067	C12	INSALACO #384	MAIN & CHURCH STS	MONTROSE	PA	360		79	24	
162230	141	658111	C12	INSALACO #368	RT 6 W TIOGA ST	TUNKHANNOCK	PA	145		180	47	
ACCTS. IN TERRITORY 162230 - 1												
162231	114	649921	C24	INSALACO #366	ROUTE 209	E STROUDSBURG	PA	500		213	48	
162231	123	694136	B24	INSALACO #367	ROUTE 6 MALL	MONROEDALE	PA			297	70	
162231	221	336527	C24	INSALACO #364	ROUTE 940, MT POCONO PLZ	MOUNT POCONO	PA	720		382	87	
ACCTS. IN TERRITORY 162231 - 3												
173820	000	667053	B24	INSALACO #338	1 RIVER ROAD	JIM THORPE	PA	246	55	283	66	
173820	000	667058	B24	INSALACO #334	210 CEDAR ST	TAMAQUA	PA	247	75	274	99	
173820	000	667060	B24	INSALACO #370	N BERTSCH ST	LANSFORD	PA	256	66	274	67	
173820	000	672782	C12	INSALACO #386	W BERWICK & S POPLAR ST	BERWICK	PA	265		84		
173820	030	667449	B24	INSALACO #380	1099 N CHURCH ST	HAZLETON	PA	256	32	279	45	
173820	106	659787	B24	INSALACO #357	VALMONT PKWY	WEST HAZLETON	PA	254	42	13		
ACCTS. IN TERRITORY 173820 - 6												
173824	000	672771	C12	INSALACO #332	2247 W MARKET ST	POTTSVILLE	PA	500		604	167	
173824	097	667928	C24	INSALACO #379	ROUTE 61, ROAD 3	POTTSVILLE	PA	525		222	70	
ACCTS. IN TERRITORY 173824 - 2												

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